

General Manager / Operations Manager
New Dewatering Services Business
Sykes Pumps International
Saudi Arabia

About the Business:

Sykes Pumps International is a member of Andrews Sykes Group PLC. We have over 30 years' experience in the Middle East. This Dewatering Services Business combines our strength and experience as a well-established market leading pump solutions and service provider with the influence of a strong Top 50 Saudi sponsorship partner. Significant growth is forecast within this new enterprise, representing an excellent opportunity for a suitably qualified and experienced candidate.

About the Role:

The role is based in Eastern Province of Saudi Arabia and is responsible for setting up and operating a new and dynamic dewatering services division, encompassing the management of both technical and commercial aspects of the business.

The role will require a 'hands-on' approach to management and includes:

- Profit centre ownership
- Leading the sales of dewatering services
- Managing relationships with major local accounts
- Management of sales, office and service team staff
- Management of internal facilities
- Management of assets including on-and off-hire of pumps fleet
- Control of spares and service delivery
- Compliance with local business and employment regulations
- Regular liaison with the local sponsor
- Performance reporting to the Middle Eastern General Manager
- Rigorous compliance with Group operational guidelines

The anticipated start date will be January or February 2011 and the remuneration package will be advised on application.

About the Person:

The successful candidate will be an experienced Senior Manager used to working within the Dewatering / Construction / Civil Contracting Sector, who can demonstrate both commercial and technical acumen, and an excellent track record of delivering new start-up and business growth. In addition, the candidate must possess the following attributes:

- Must be fluent in both written and spoken English; some knowledge of Arabic would be an advantage but is not essential.
- Experienced in Dewatering Systems and Pump applications
- Minimum of 2 years' resident work experience in the Middle East
- Proven track record of successful technical sales
- Is resilient, determined and committed
- Has a good knowledge of local markets, business culture and environment
- Driving licence essential
- A relevant professional qualification is desirable but not essential

To apply: Please email your CV with a covering letter to ian.atkinson@andrews-sykes.com